

# 2020 BULKERS

2020 Bulkera Ltd.  
Company Presentation  
12 January 2021





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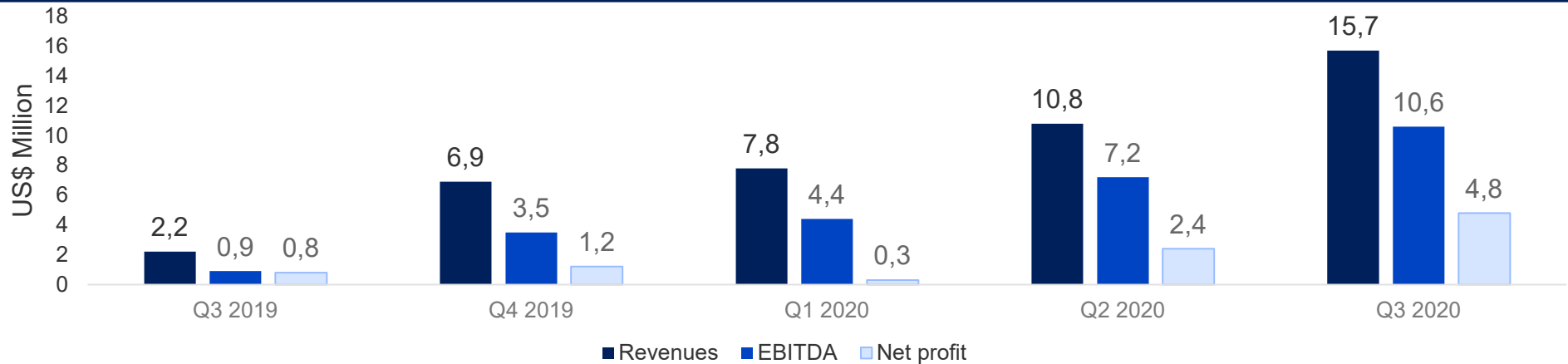
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## Profitable every quarter following delivery of the first vessel

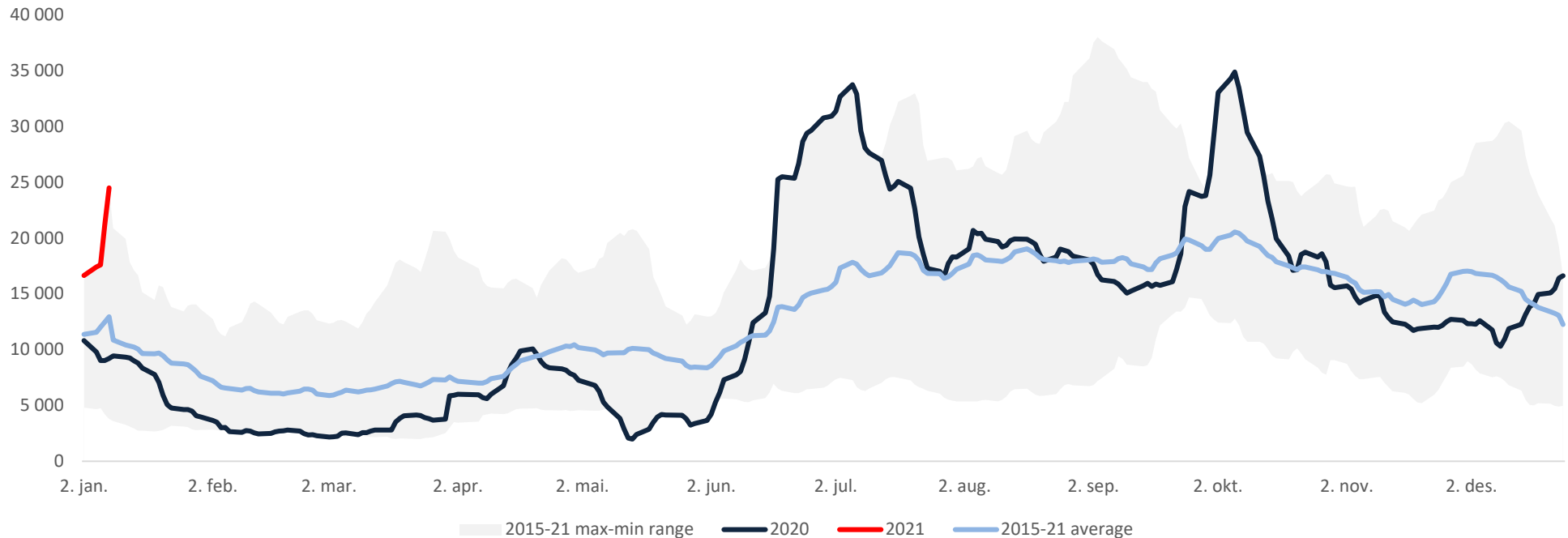
2020 Bulkercs has been profitable every quarter since delivery of the first vessel in August 2019



### Strong performance driven by

- Modern fleet of fuel efficient Newcastlemax vessels with scrubbers, earning a significant premium to standard Capesize vessels
- Low cash breakeven driven by attractive financing and low G&A costs
- Proactive risk management. We protected downside through adding fixed charter coverage in early 2020

# The Capesize market is off to a strong start in 2021



- Year to date Capesize rates are the strongest seen since 2015
- Market is supported by strong iron ore volumes with YTD Brazilian exports +15% and Australian exports +19% YoY
- Strong coal exports out of USG and USEC
- Staggered Lunar Holidays in China may contribute to a stronger than usual first quarter
- Lower fleet growth in 2021 with orderbook of 16 million DWT, compared to 25 million DWT delivered in 2020

# We are positioned to take advantage of a stronger spot market

| Ship name       | Built  | Charterer | Rate                                             | Charter expiry  |
|-----------------|--------|-----------|--------------------------------------------------|-----------------|
| Bulk Sandefjord | Aug 19 | Koch      | Index linked + scrubber benefit                  | Aug 22          |
| Bulk Santiago   | Sep 19 | Koch      | Index linked + scrubber benefit                  | Nov 21 - Jan 22 |
| Bulk Seoul      | Oct 19 | Koch      | Index linked + scrubber benefit                  | Dec 21 - Feb 22 |
| Bulk Shanghai   | Nov 19 | Glencore  | 18500 gross + scrubber benefit                   | Mar-Jul 21      |
| Bulk Shenzhen   | Jan 20 | Koch      | Brazil Round Voyage, etimated TCE USD 18,500 net | Apr 21          |
| Bulk Sydney     | Jan 20 | Koch      | Index linked + scrubber benefit                  | Jan 23          |
| Bulk Sao Paulo  | May 20 | Glencore  | Index linked + scrubber benefit                  | May-Jul 23      |
| Bulk Santos     | Jun 20 | Glencore  | Index linked + scrubber benefit                  | May-Jul 23      |

## Q1 2021

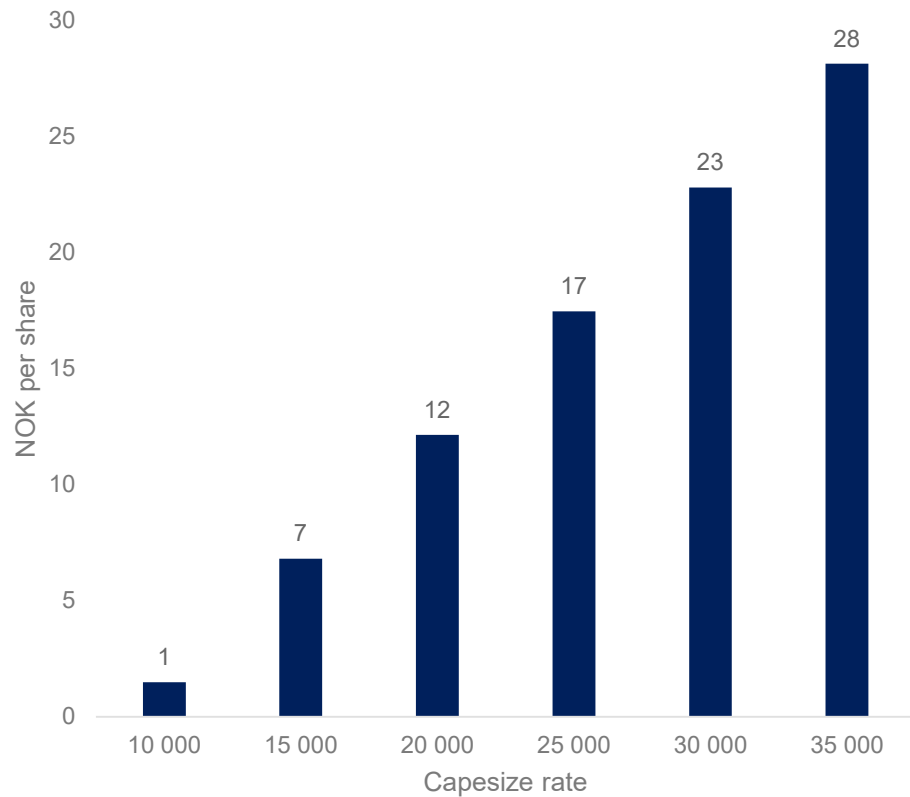
- 6 vessels on index linked vessels with scrubber profit share
- 2 vessels fixed at approximately US\$18,500 per day, with additional scrubber share for one vessel
- Operating cash breakeven estimated at US\$12,900 per day for vessels trading on index linked charters

## Q2 - Q4 2021

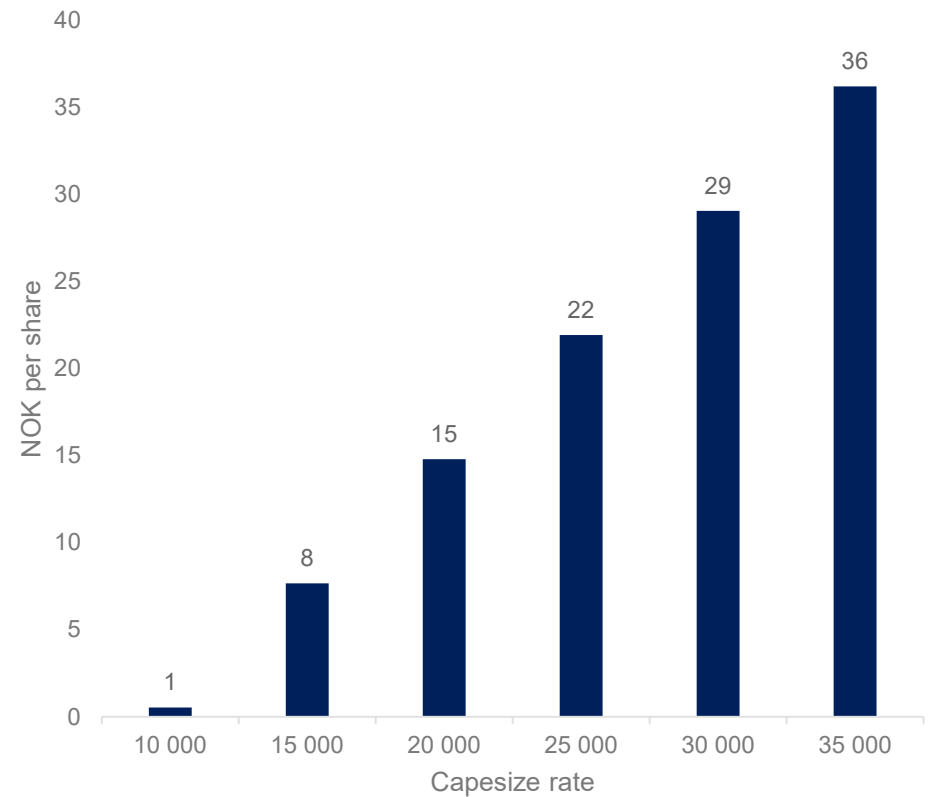
- All 8 vessels exposed to the spot market from April-July
- Estimated cash breakeven of US\$14,400 per day with all vessels trading spot

## Our dividend potential is significant

**Q1 2021 Indicative dividend capacity (annual run rate)**



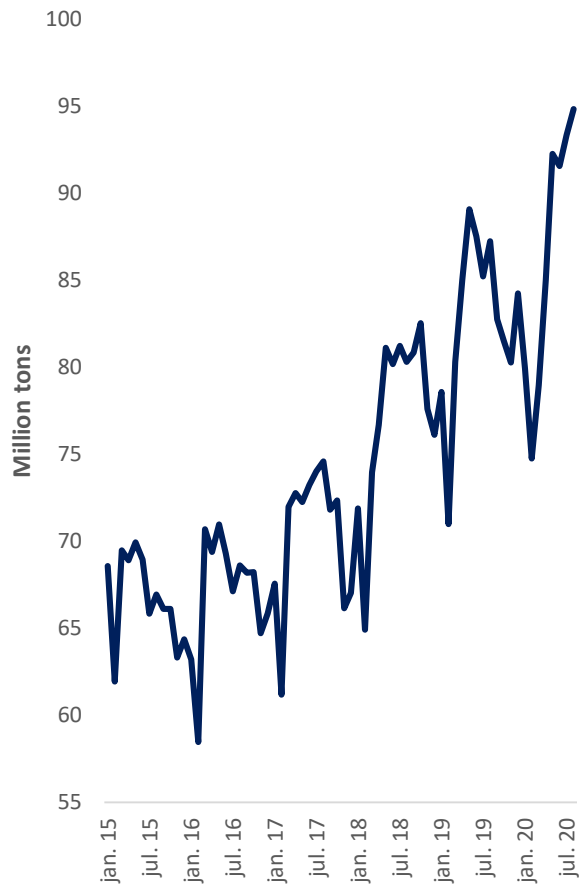
**Q2-Q4 2021 Indicative dividend capacity (annual run-rate)**



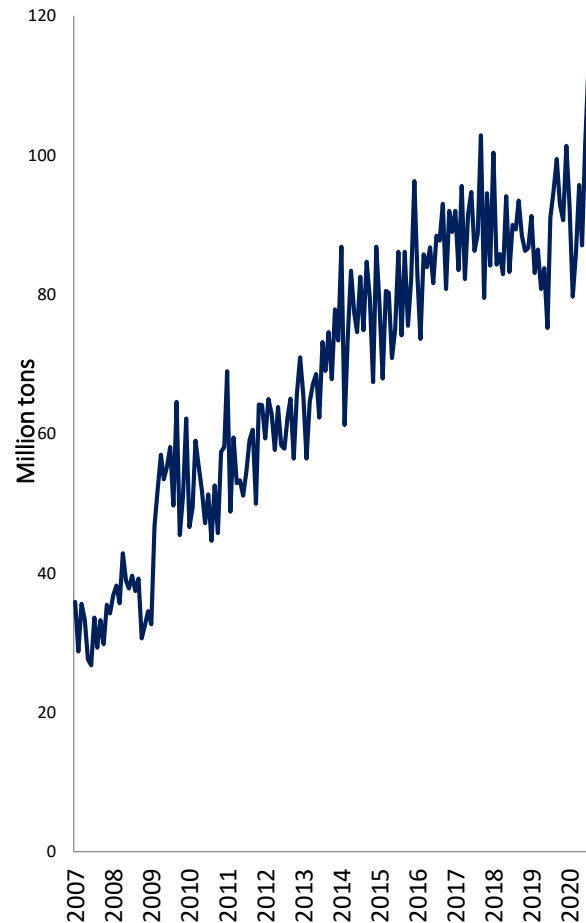
Indicative calculations. Actual results may vary

# Chinese demand is strong, inventories are low

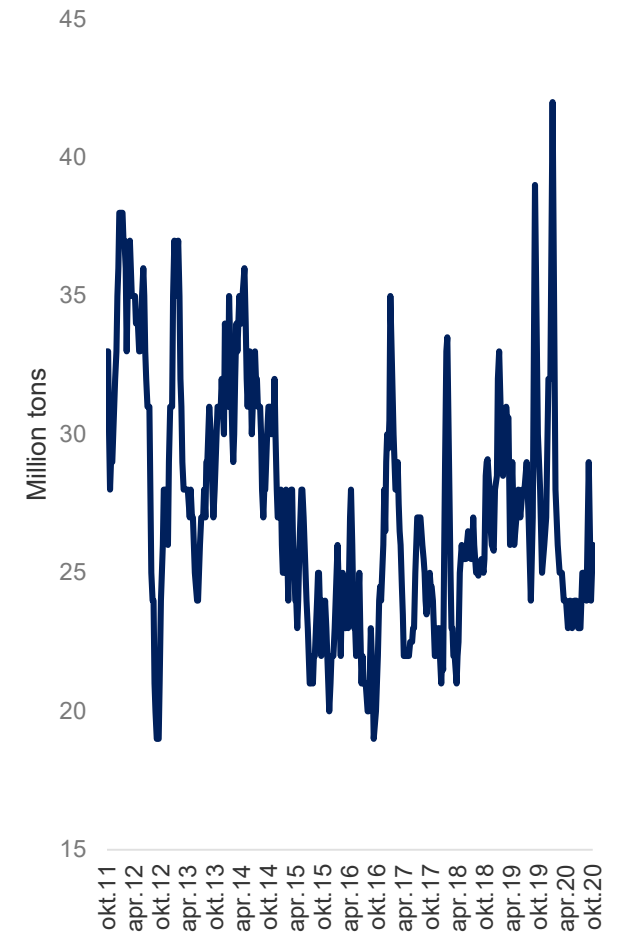
## China steel production



## China iron ore imports



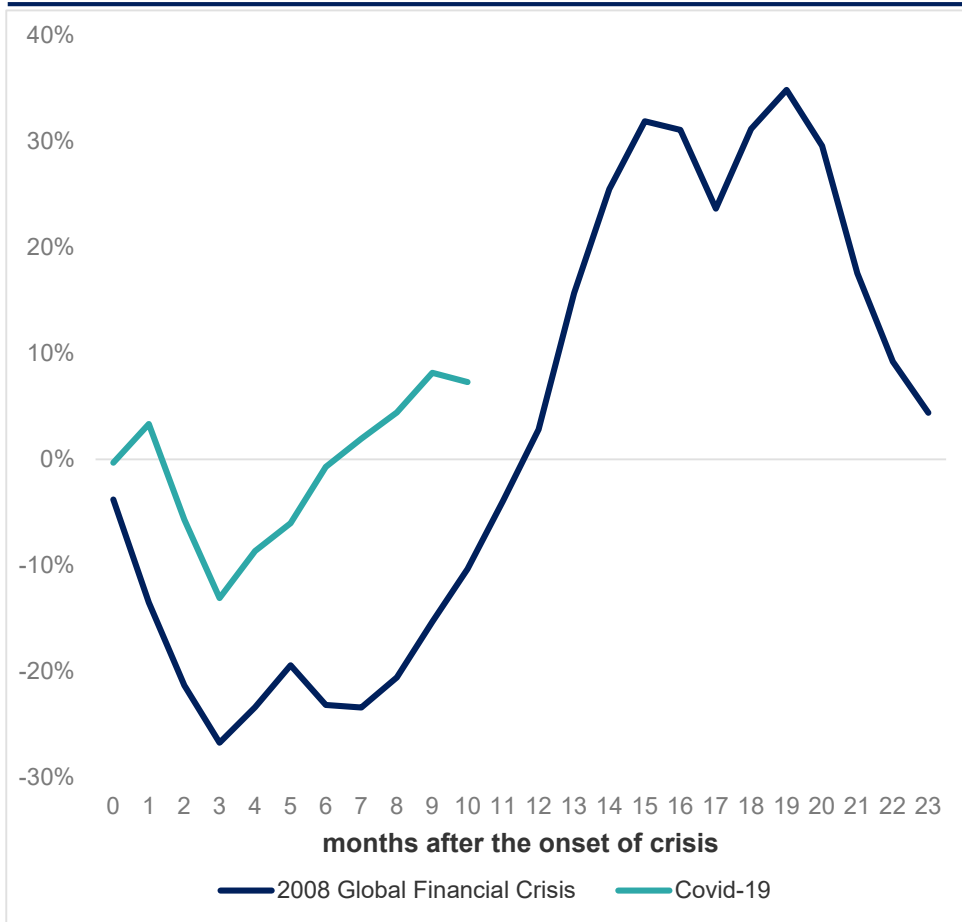
## China steel mill's iron ore stocks



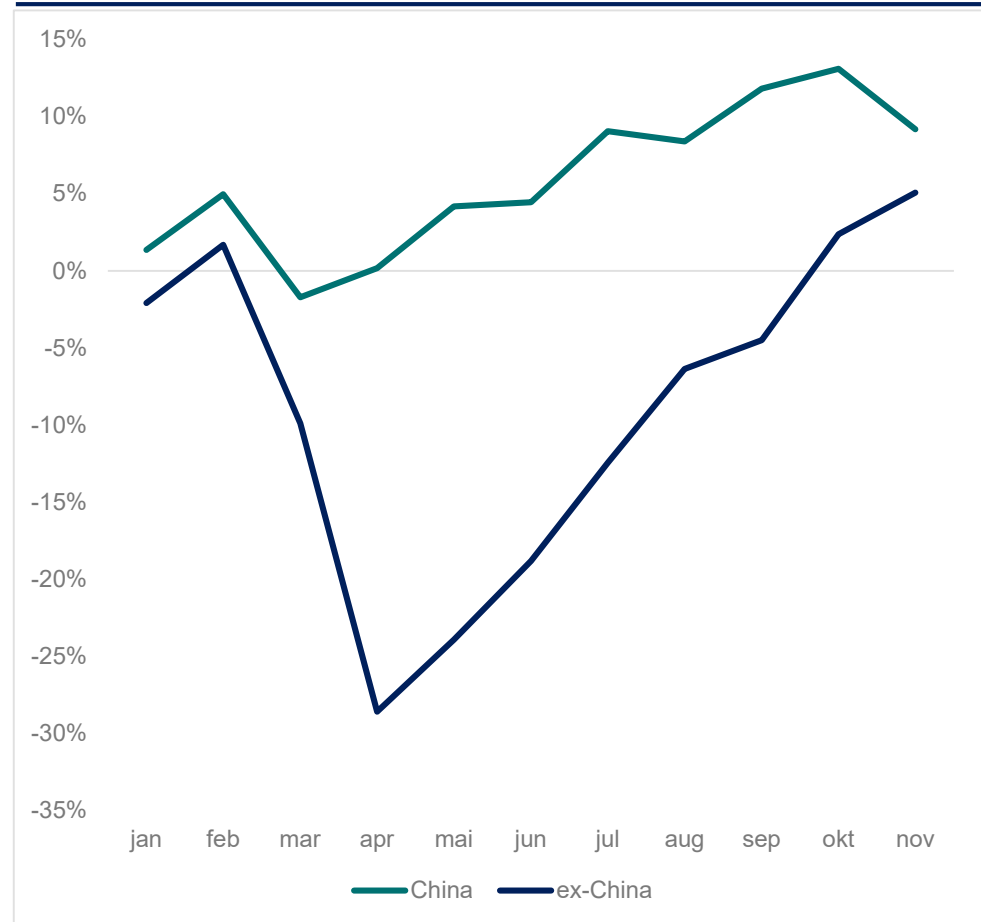
Sources: Shipping intelligence network, Arrow shipbroking group

# Steel production is recovering to pre Covid-19 levels

## Global steel production is back above pre-Covid levels



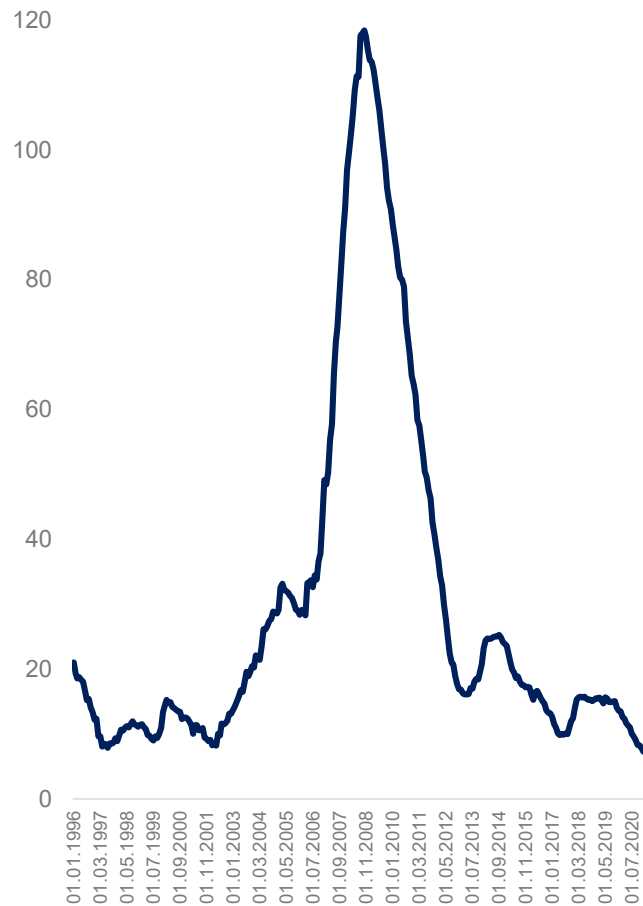
## China leading the recovery, rest of world is accelerating



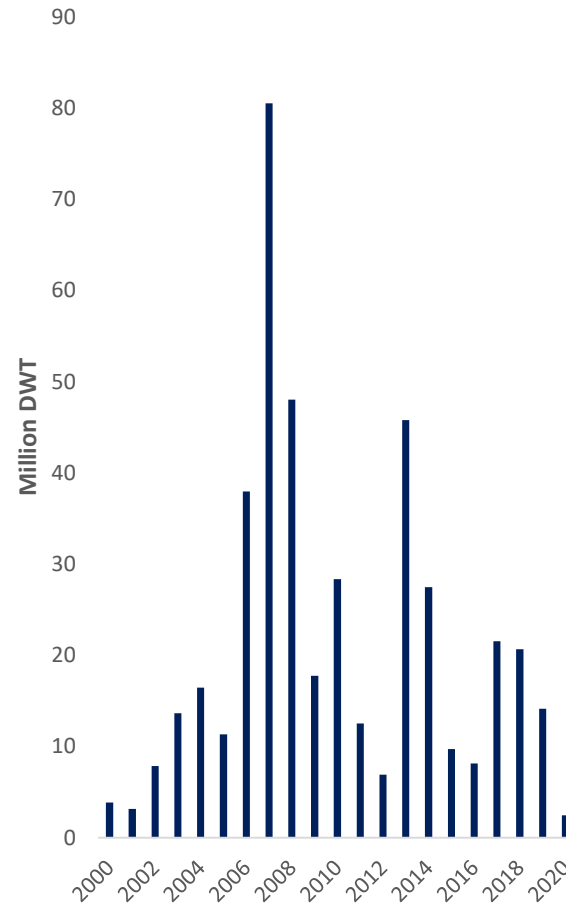


## Limited supply growth on the horizon and high scrapping activity

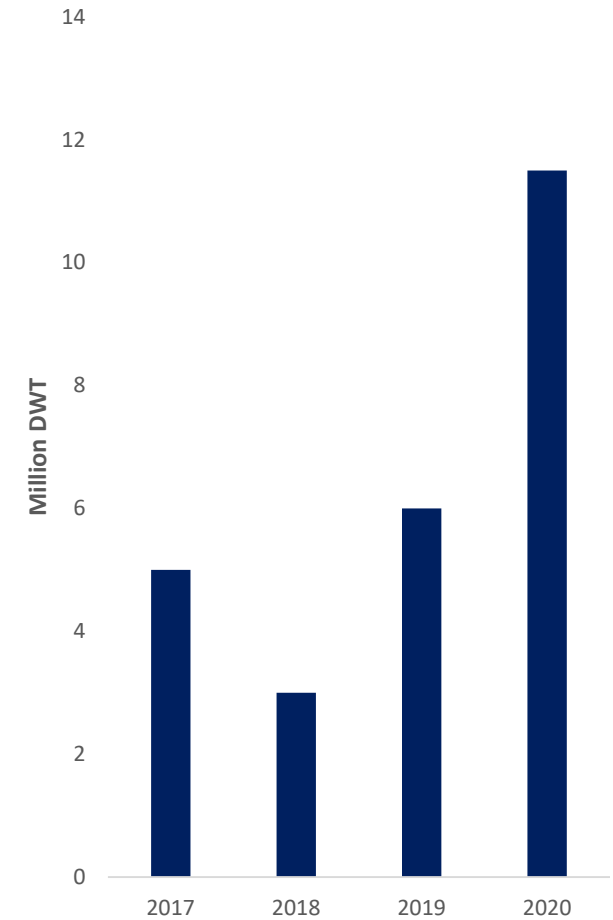
Capesize orderbook as % of fleet



Capesize bulk newbuild contracts

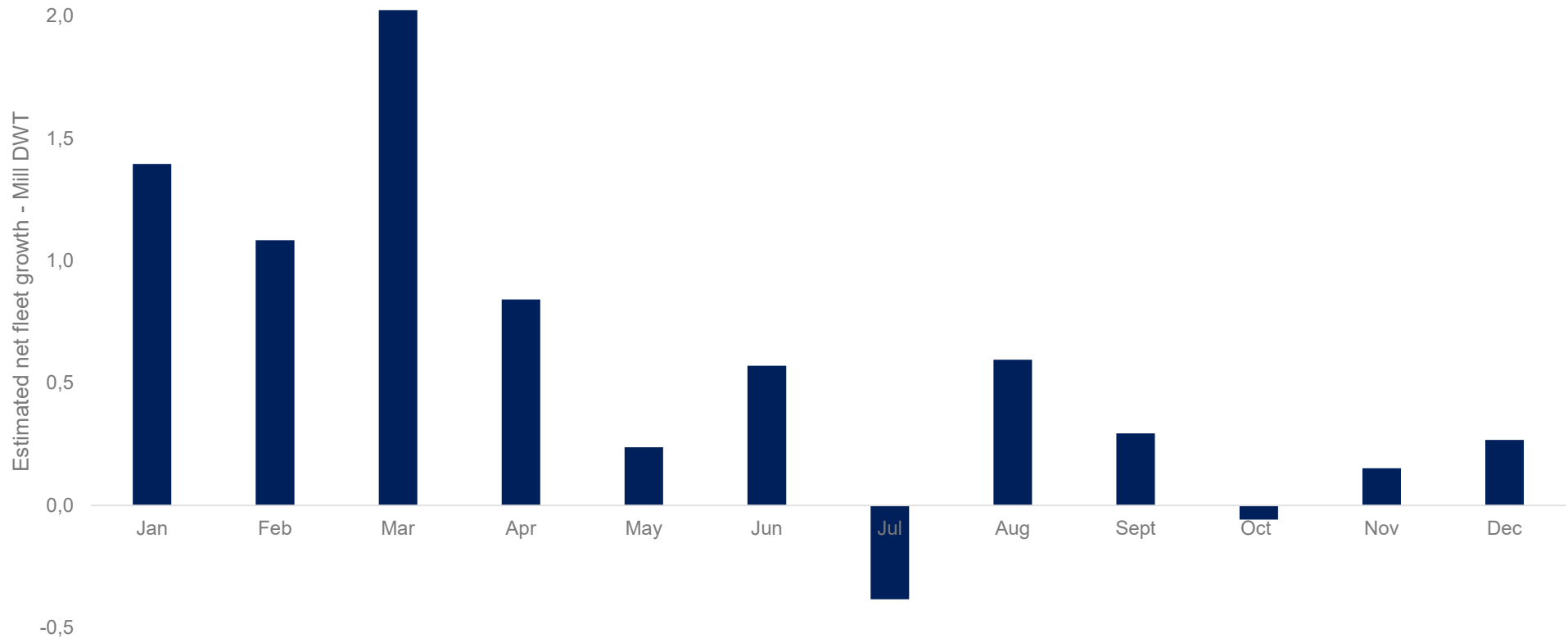


Capesize scrapping



# Fleet growth could turn negative during 2H 2021

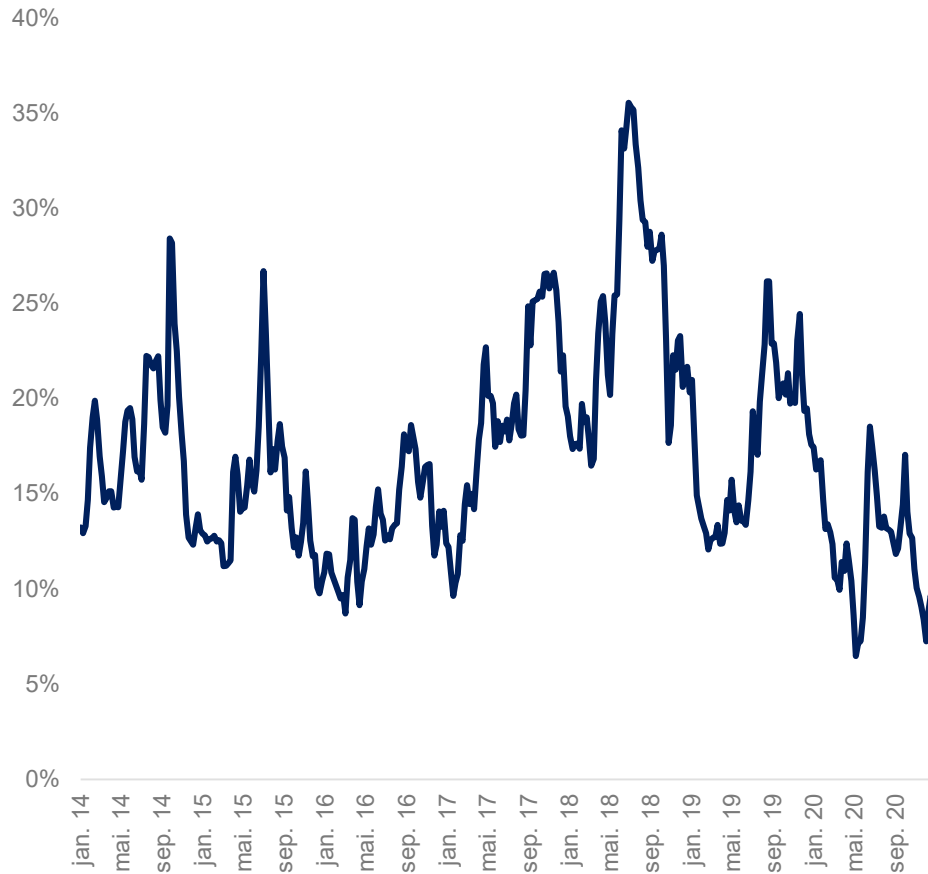
Capesize – 2021 expected monthly net fleet growth



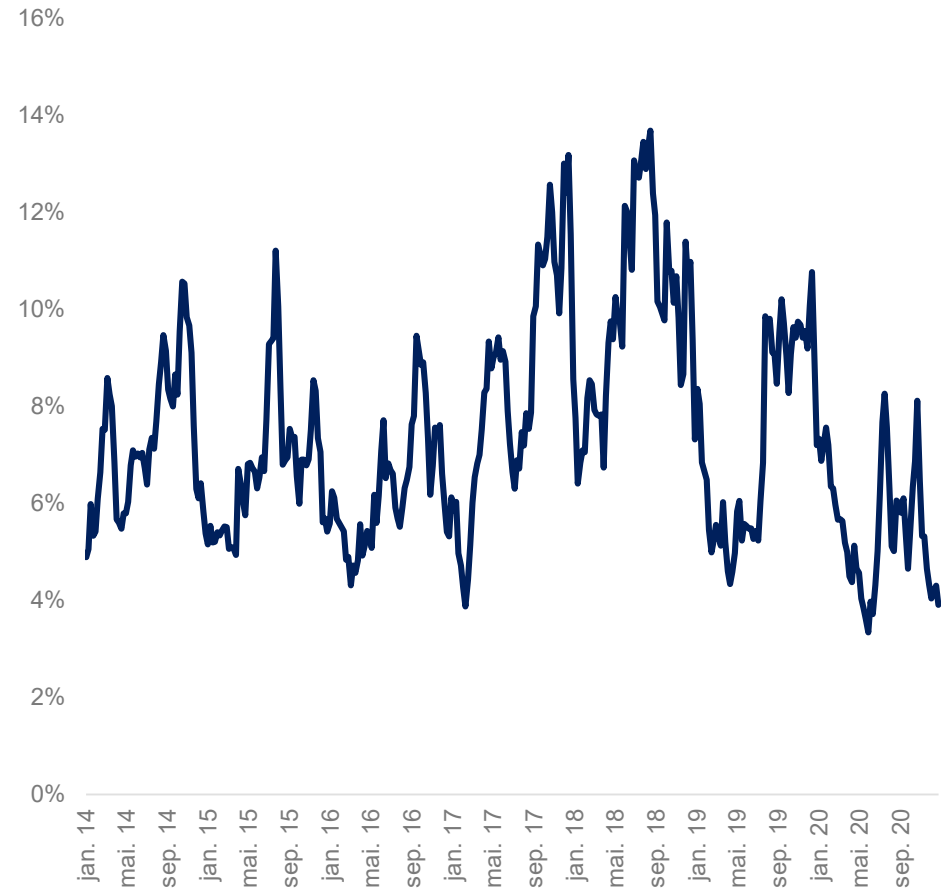
Source: Clarksons Research Services. Scrapping assumed by at same levels as 2020

# Current freight rates are low compared to commodity prices

## Freight costs Brazil-China as a % of cargo value



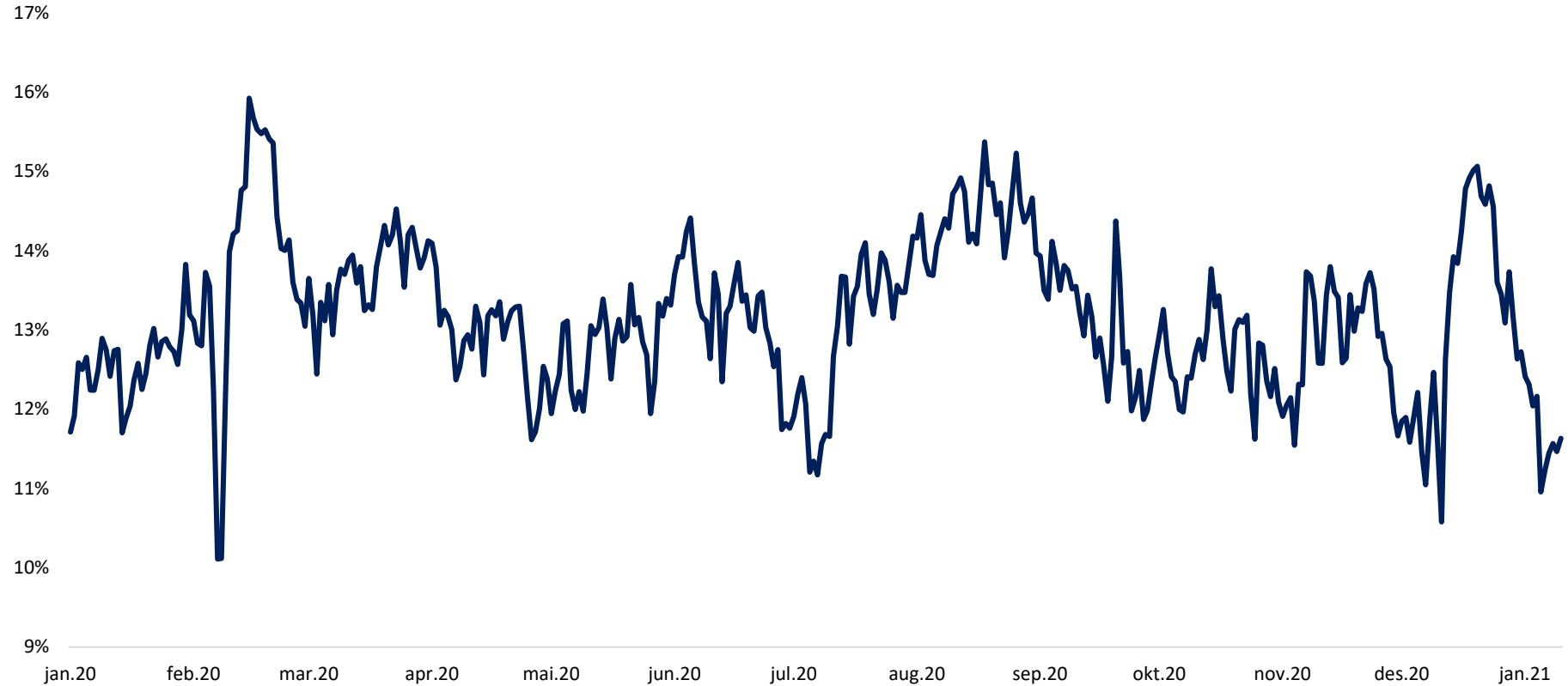
## Freight costs Australia-China as a % of cargo value



Source: Clarksons Research Services, Arrow Shipbroking Group

# Congestion is low

Share of global Capesize fleet (DWT) in congestion



# Share of Capesize fleet in drydock is down from early 2020 levels

Share of Capesize fleet (DWT) in drydock



Source: Oceanbolt

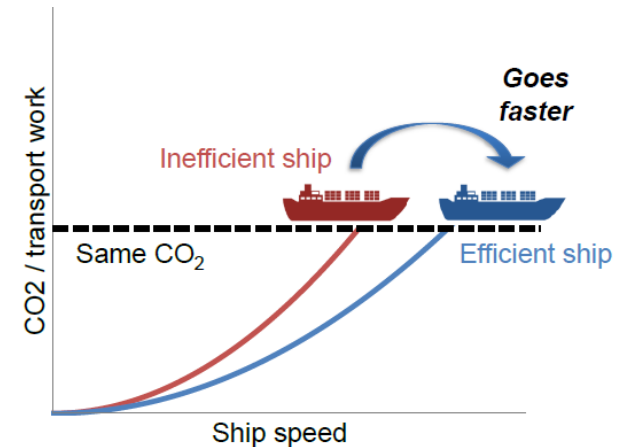


# EEXI – New IMO regulations to reduce CO<sub>2</sub> emissions

## Summary

- In 2018, the IMO adopted a target to reduce CO<sub>2</sub> intensity from international shipping by 40% from 2008 levels by 2030
- As a consequence, the EEXI (Energy Efficiency Existing Ship Index) is expected to be introduced in October 2022
- EEXI sets limits to the amount of CO<sub>2</sub> that can be emitted per ton of transport supply (DWT \* nautical miles) and will be applied to all existing ships
- Non-compliant ships may comply by applying performance enhancing measures (requires a significant investment) and/or reducing the engine's power output.
- A significant part of the trading fleet may not be able to comply and may have to be retired
- The implementation of EEXI is expected to reduce the average sailing speed of the global fleet, particularly for older vessels
- Efficient ships may be favored by charterers and command a larger earnings premium following the implementation of EEXI

## Emission reduction through goal-based measure



## Alternatives for complying

